

REMARKS

The Office Action dated July 8, 2009 has been carefully reviewed and the foregoing amendment and following remarks have been made in consequence thereof.

Claims 1-37 are now pending in this application. Claims 1-37 stand rejected.

The rejection of Claim 1 under 35 U.S.C. § 112, second paragraph is respectfully traversed. Claim 1 is amended herein to address the issue raised in the Office Action. For at least the reasons set forth above, Applicants respectfully request that the rejection of Claim 1 under Section 112, second paragraph be withdrawn.

The rejection of Claims 1-37 under 35 U.S.C. § 103(a) as being unpatentable over U.S. Patent Application Pub. No. 2002/0082875 (Best-Devereux) in view of U.S. Patent Application Pub. No. 2003/0083908 (Steinmann) and U.S. Patent 5,970,464 (Apte) is respectfully traversed.

Applicants respectfully submit that no combination of the cited references describes or suggests the claimed invention. At least one of the differences between the cited references and the present invention is that no combination of Best-Devereux, Steinmann, and Apte describes or suggests generating a profitability analysis for a reinsurance policy quoted for an insurance policy using data received from a first customer user and at least one of a mortality rate, a tax and interest rate, and a premium rate associated with the insurance policy. Rather, no combination of Best-Devereux and Steinmann describes or suggests a profitability analysis. Apte does not overcome the deficiencies of Best-Devereux and Steinmann. Rather, in contrast to the invention, Apte merely describes estimating profitability by applying data mining techniques to historical policies and claims.

Moreover, no combination of Best-Devereux, Steinmann, and Apte describes or suggests a customer user seeking a plurality of quotes of reinsurance from a reinsurance company. Rather, in contrast to the invention, Best-Devereux and Steinmann both describe a cedent making a single submission for reinsurance to each of a plurality of assurers. Apte does not overcome the deficiencies of Best-Devereux and Steinmann. Rather, Apte merely describes a computer implemented method for underwriting profitability analysis.

Best-Devereux describes a system and method for facilitating negotiations for reinsurance. A cedent (55) negotiates for reinsurance with a first assumer (62), a second assumer (64), and a third assumer (66) independently such that each assumer (62), (64), and (66) is unaware of the other negotiations. Cedent (55) makes a submission of a risk for reinsurance (61) to each assumer (62), (64), and (66). The submission of a risk for reinsurance includes policy information relating to an initial insurance of the risk provided by cedent (55). From the submission, each assumer (62), (64), and (66) determines whether it is interested in entering negotiations for the reinsurance of the risk submitted by cedent (55). Notably, Best-Devereux does not describe or suggest generating a profitability analysis for a reinsurance policy quoted for an insurance policy using data received from a first customer user and at least one of a mortality rate, a tax and interest rate, and a premium rate associated with the insurance policy.

Steinmann describes a system and method for managing reinsurance. An insurer generates a proposal for reinsurance and sends the proposal to one or more reinsurers. The reinsurers review the proposal and provide quotes based on the proposal. The insurer compares the quotes received from the different reinsurers and negotiates with the reinsurers for a favorable reinsurance program. Then, the insurer decides upon a final reinsurance program. Notably, Steinmann does not describe or suggest generating a profitability analysis for a reinsurance policy quoted for an insurance policy using data received from a first customer user and at least one of a mortality rate, a tax and interest rate, and a premium rate associated with the insurance policy.

Apte describes a computer implemented method of underwriting profitability analysis that delivers the analytic process to a wide cross section of insurance decision makers. The underwriting profitability analysis system leverages an existing investment in databases and improves underwriting business processes. Data mining techniques are applied to historical policies and claims to extract rules that describe policy holders with homogeneous claim frequency and severity characteristics. These rule sets are used to classify policy holders into distinct risk groups, each with its own set of characteristics, including pure premium. Breaking up a book of business into segments allows identification of sub-populations of policy holders that distinctly deviate from the expected normal pure premium. This identification allows the insurance business analysts to interactively adjust eligibility criteria and examine altered

characteristics of the covered segments until satisfactory. The system is implemented on a client server using network centric language technology. Notably, Apté does not describe or suggest generating a profitability analysis for a reinsurance policy quoted for an insurance policy using data received from a first customer user and at least one of a mortality rate, a tax and interest rate, and a premium rate associated with the insurance policy.

Claim 1 recites a method for quoting reinsurance for a reinsurance company including “authorizing electronic requests from one or more customer users, the one or more customer users including users associated with insurance companies seeking a plurality of quotes from the reinsurance company for reinsuring insurance policies underwritten by the insurance companies . . . receiving data at an application server from a first customer user of the one or more customer users for the plurality of quotes of reinsurance, wherein the data provided includes data relating to at least one specific insurance policy issued by a first insurance company . . . automatically requesting whether the first customer user providing data relating to the at least one specific insurance policy desires a profitability analysis for each of the reinsurance policies quoted for the at least one specific insurance policy, wherein the profitability analysis indicates for each of the reinsurance policies quoted whether the quoted reinsurance policy improves profitability of the first insurance company by transferring risks defined by the first customer user and associated with the at least one specific insurance policy to the reinsurance company for an amount associated with the quote . . . automatically retrieving data received at the application server from the first customer user for generating the plurality of quotes of reinsurance . . . generating the profitability analysis for each of the reinsurance policies quoted using the data received from the first customer user and at least one of a mortality rate, a tax and interest rate, and a premium rate associated with the at least one specific insurance policy . . .”

Applicants respectfully submit that no combination of Best-Devereux, Steinmann, and Apté describes or suggests a method for quoting reinsurance for a reinsurance company as is recited in Claim 1. Specifically, no combination of Best-Devereux, Steinmann, and Apté describes or suggests generating a profitability analysis for a reinsurance policy quoted for an insurance policy using data received from a first customer user and at least one of a mortality rate, a tax and interest rate, and a premium rate associated with the insurance policy. Rather, as acknowledged by the Examiner on page 3 of the Office Action, Best-Devereux does not describe

or suggest a profitability analysis. No combination of Steinmann and Apte overcomes the deficiencies of Best-Devereux. Rather, Steinmann also does not describe a profitability analysis, and Apte merely describes estimating profitability by applying data mining techniques to historical policies and claims.

Moreover, no combination of Best-Devereux, Steinmann, and Apte describes or suggests a customer user seeking a plurality of quotes of reinsurance from a reinsurance company. Rather, in contrast to the invention, Best-Devereux describes a cedent making a single submission for reinsurance to each of a plurality of assumers. No combination of Steinmann and Apte overcomes the deficiencies of Best-Devereux. Rather, Steinmann also describes a cedent making a single submission for reinsurance to each of a plurality of assumers, and Apte merely describes a computer implemented method for underwriting profitability analysis.

Accordingly, for at least the reasons set forth above, Claim 1 is submitted as patentable over Best-Devereux in view of Steinmann and Apte.

Claims 2-15 depend from independent Claim 1. When the recitations of Claims 2-15 are considered in combination with the recitations of Claim 1, Applicants respectfully submit that dependent Claims 2-15 likewise are patentable over Best-Devereux in view of Steinmann and Apte.

Claim 16 recites a system for quoting reinsurance for a reinsurance company including a web server, an application server, and a database, wherein the system is configured to “receive electronic requests for a plurality of reinsurance quotations from customer users, the customer users including users associated with insurance companies seeking a plurality of quotes from the reinsurance company for reinsuring insurance policies underwritten by the insurance companies . . . receive data from a first customer user of the customer users for the plurality of quotes of reinsurance, wherein the data provided includes data relating to at least one specific insurance policy issued by a first insurance company . . . request whether the first customer user providing data relating to the at least one specific insurance policy desires a profitability analysis for each of the reinsurance policies quoted for the at least one specific insurance policy, wherein the profitability analysis indicates for each of the reinsurance policies quoted whether the quoted reinsurance policy improves profitability of the first insurance company by transferring risks

defined by the first customer user and associated with the at least one specific insurance policy to the reinsurance company for an amount associated with the quote . . . retrieve data received from the first customer user for generating the plurality of quotes of reinsurance . . . generate the profitability analysis for each of the reinsurance policies quoted using the data received from the first customer user and at least one of a mortality rate, a tax and interest rate, and a premium rate associated with the at least one specific insurance policy . . . ”

Applicants respectfully submit that no combination of Best-Devereux, Steinmann, and Apte describes or suggests a system for quoting reinsurance for a reinsurance company as is recited in Claim 16. Claim 16 recites a system configured to perform steps essentially similar to those recited in Claim 1. Thus, it is submitted that Claim 16 is patentable over Best-Devereux, Steinmann, and Apte for the reasons that correspond to those given with respect to Claim 1.

Accordingly, for at least the reasons set forth above, Claim 16 is submitted as patentable over Best-Devereux in view of Steinmann and Apte.

Claims 17-23 depend from independent Claim 16. When the recitations of Claims 17-23 are considered in combination with the recitations of Claim 16, Applicants respectfully submit that dependent Claims 17-23 likewise are patentable over Best-Devereux in view of Steinmann and Apte.

Claim 24 recites a software product comprising instructions for quoting reinsurance for a reinsurance company including the steps of “authorizing electronic requests from one or more customer users, the one or more customer users including users associated with insurance companies seeking a plurality of quotes from the reinsurance company for reinsuring insurance policies underwritten by the insurance companies . . . receiving data at an application server from a first customer user of the one or more customer users for the plurality of quotes of reinsurance, wherein the data provided includes data relating to at least one specific insurance policy issued by a first insurance company . . . automatically requesting whether the first customer user providing data relating to the at least one specific insurance policy desires a profitability analysis for each of the reinsurance policies quoted for the at least one specific insurance policy, wherein the profitability analysis indicates for each of the reinsurance policies quoted whether the quoted reinsurance policy improves profitability of the first insurance company by transferring risks

defined by the first customer user and associated with the at least one specific insurance policy to the reinsurance company for an amount associated with the quote . . . retrieving data received from the first customer user for generating the plurality of quotes of reinsurance . . . generating the profitability analysis for each of the reinsurance policies quoted using the data received from the first customer user and at least one of a mortality rate, a tax and interest rate, and a premium rate associated with the at least one specific insurance policy . . . ”

Applicants respectfully submit that no combination of Best-Devereux, Steinmann, and Apte describes or suggests a software product comprising instructions for quoting reinsurance for a reinsurance company as is recited in Claim 24. Claim 24 recites a software product including instructions to perform steps essentially similar to those recited in Claim 1. Thus, it is submitted that Claim 24 is patentable over Best-Devereux, Steinmann, and Apte for the reasons that correspond to those given with respect to Claim 1.

Accordingly, for at least the reasons set forth above, Claim 24 is submitted as patentable over Best-Devereux in view of Steinmann and Apte.

Claims 25-37 depend from independent Claim 24. When the recitations of Claims 25-37 are considered in combination with the recitations of Claim 24, Applicants respectfully submit that dependent Claims 25-37 likewise are patentable over Best-Devereux in view of Steinmann and Apte.

For at least the reasons set forth above, Applicants respectfully request that the rejection of Claims 1-37 under Section 103 be withdrawn.

In view of the foregoing amendment and remarks, all the claims now active in this application are believed to be in condition for allowance. Reconsideration and favorable action is respectfully solicited.

Respectfully submitted,

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